CASE STUDY: REFINERY

## Customer saved \$6 million USD by using the LIFESPAN blending model to increase profitability and avoid process unit fouling

#### CHALLENGES

- Uncalculated risk when purchasing opportunity cargo
  - Blend data is unavailable at decision time because sampling takes too long
  - Unknown impact on asphaltene stability increases the risk of an unstable blend
- Negative impact on operations
  and profitability
  - Risk of increased OPEX due to processing issues resulting from blend incompatibility
  - Lost profits due to the reduced market value of an unstable fuel oil blend

#### SOLUTION

- Used the <u>LIFESPAN™ blending model</u> to rapidly predict blend stability ahead of cargo arrival
  - Assay data on incoming cargo was fed into the proprietary LIFESPAN blending model
  - The model predicted the asphaltene stability risk of multiple possible blends, based on historically similar crudes
- Managed blend stability risk over time
  - LIFESPAN model projected blend behavior over 30-, 60-, and 90-days
  - This data was used by the customer to develop and implement mitigation strategies for less stable blends

≕ Baker Hughes ≽	LIFESPAN Riending Model					
Projects.	Crude Component Library					
Components Ubrory	Global Crude Component Library			Q, Sea	roh	T ADD NEW COMPONENT
🛓 Admin	Crude Name 🕇	Date Added	Data Type	AST	Asphaltene w	Fuel OII
	S Alba	Mar 31, 2016	Sample	355	0.9 %	
	S Atomira	Nov 3, 2019	Sample	204	9.%	
	S Allamica2	Jul 29, 2020	Sample	261	8.4%	

Example view of existing and user-created components

### bakerhughes.com

Copyright 2021 Baker Hughes Company. All rights reserved. 83746

### RESULTS

# \$1 million USD

Approximate profit on incremental throughput of opportunity feedstocks

# \$5 million USD

OPEX savings by avoiding crude unit shutdown from blend incompatibility

"The LIFESPAN blending model helped the customer make faster and more informed purchasing decisions while avoiding costly processing problems."

- Ralph Navarrete Product Line Director

